



# California Monthly Olive Report

Cooperating with the California Department of Food and Agriculture  
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**Summary Report - Sales**  
**Month Ending December 31, 2007**  
**Converted 24/300 Case Basis**

| Item             | Monthly Sales |           |                | Year to Date Sales |           |                | Consecutive 12 Month Sales |            |                |
|------------------|---------------|-----------|----------------|--------------------|-----------|----------------|----------------------------|------------|----------------|
|                  | 07/08         | 06/07     | Percent Change | 07/08              | 06/07     | Percent Change | 07/08                      | 06/07      | Percent Change |
| Total            | 1,148,233     | 1,300,242 | -11.69         | 6,159,227          | 6,830,423 | -9.83          | 13,416,354                 | 14,751,818 | -9.05          |
| <b>Markets</b>   |               |           |                |                    |           |                |                            |            |                |
| Consumer         | 870,362       | 885,518   | -1.71          | 4,679,139          | 4,821,842 | -2.96          | 9,563,687                  | 10,017,861 | -4.53          |
| Food Service     | 277,871       | 414,724   | -33.00         | 1,480,088          | 2,008,581 | -26.31         | 3,852,667                  | 4,733,957  | -18.62         |
| <b>Styles</b>    |               |           |                |                    |           |                |                            |            |                |
| Whole            | 1,875         | 2,911     | -35.58         | 10,516             | 14,920    | -29.51         | 20,159                     | 29,939     | -32.67         |
| Pitted           | 772,081       | 824,821   | -6.39          | 4,047,195          | 4,376,809 | -7.53          | 8,271,973                  | 8,983,499  | -7.92          |
| Wedged           | 4,667         | 4,820     | -3.18          | 23,877             | 25,913    | -7.86          | 57,746                     | 65,312     | -11.58         |
| Sliced           | 327,803       | 415,133   | -21.04         | 1,856,027          | 2,184,552 | -15.04         | 4,580,751                  | 5,176,350  | -11.51         |
| Chopped          | 36,009        | 40,786    | -11.71         | 190,106            | 187,464   | 1.41           | 422,636                    | 435,937    | -3.05          |
| Broken Pitted    | 5,797         | 11,771    | -50.75         | 31,506             | 40,765    | -22.71         | 63,089                     | 60,780     | 3.80           |
| <b>Key Items</b> |               |           |                |                    |           |                |                            |            |                |
| 24/300 Pitted    | 719,724       | 722,735   | -0.42          | 3,754,000          | 3,896,251 | -3.65          | 7,388,238                  | 7,839,782  | -5.76          |
| 6/10 Pitted      | 50,051        | 99,733    | -49.82         | 278,631            | 467,022   | -40.34         | 851,638                    | 1,109,139  | -23.22         |
| 6/10 Sliced      | 217,490       | 302,936   | -28.21         | 1,154,766          | 1,486,264 | -22.30         | 2,891,457                  | 3,491,345  | -17.18         |
| 24/300 Whole     | 647           | 1,276     | -49.29         | 6,637              | 8,590     | -22.74         | 11,568                     | 15,592     | -25.81         |
| 6/10 Whole       | 1,228         | 1,635     | -24.87         | 3,879              | 6,330     | -38.72         | 8,591                      | 14,335     | -40.07         |
| 6/10 Wedged      | 4,421         | 4,820     | -8.28          | 23,057             | 25,011    | -7.81          | 55,532                     | 63,180     | -12.10         |
| 2.25 Sliced      | 53,560        | 59,013    | -9.24          | 367,435            | 373,168   | -1.54          | 906,574                    | 901,686    | 0.54           |
| 4.5 Chopped      | 31,299        | 34,242    | -8.59          | 166,569            | 158,818   | 4.88           | 369,508                    | 369,706    | -0.05          |

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**Summary Report - Packout and Inventory**  
**Month Ending December 31, 2007**  
**Converted 24/300 Case Basis**

| Item             | Monthly Packout |           |                | Year to Date Packout |           |                | Inventory |           |                |
|------------------|-----------------|-----------|----------------|----------------------|-----------|----------------|-----------|-----------|----------------|
|                  | 07/08           | 06/07     | Percent Change | 07/08                | 06/07     | Percent Change | 07/08     | 06/07     | Percent Change |
| Total            | 1,037,406       | 1,166,319 | -11.05         | 5,924,896            | 6,803,983 | -12.92         | 4,315,853 | 5,819,419 | -25.84         |
| <b>Markets</b>   |                 |           |                |                      |           |                |           |           |                |
| Consumer         | 832,473         | 868,398   | -4.14          | 3,450,424            | 4,726,388 | -27.00         | 3,391,892 | 3,982,609 | -14.83         |
| Food Service     | 204,934         | 297,921   | -31.21         | 2,474,473            | 2,077,595 | 19.10          | 923,962   | 1,836,809 | -49.70         |
| <b>Styles</b>    |                 |           |                |                      |           |                |           |           |                |
| Whole            | 0               | 0         | 0.00           | 6,007                | 20,076    | -70.08         | 14,936    | 25,422    | -41.25         |
| Pitted           | 715,370         | 707,138   | 1.16           | 3,844,126            | 3,999,851 | -3.89          | 2,857,062 | 3,580,054 | -20.19         |
| Wedged           | 0               | 0         | 0.00           | 0                    | 13,143    | 100.00         | 12,785    | 18,237    | -29.90         |
| Sliced           | 274,539         | 436,858   | -37.16         | 1,868,277            | 2,565,153 | -27.17         | 1,107,122 | 1,782,530 | -37.89         |
| Chopped          | 46,561          | 21,905    | 112.55         | 205,549              | 186,866   | 10.00          | 295,977   | 329,900   | -10.28         |
| Broken Pitt      | 937             | 418       | 124.16         | 937                  | 18,894    | -95.04         | 27,971    | 83,276    | -66.41         |
| <b>Key Items</b> |                 |           |                |                      |           |                |           |           |                |
| 24/300 Pitt      | 641,504         | 687,217   | -6.65          | 2,544,688            | 3,671,314 | -30.69         | 2,561,824 | 2,994,631 | -14.45         |
| 6/10 Pitt        | 73,866          | 16,564    | 345.95         | 1,287,781            | 319,388   | 303.20         | 259,681   | 542,746   | -52.15         |
| 6/10 Sliced      | 119,689         | 274,402   | -56.38         | 1,175,312            | 1,704,161 | -31.03         | 613,950   | 1,218,961 | -49.63         |
| 24/300 Whole     | 0               | 0         | 0.00           | 6,007                | 6,252     | -3.92          | 9,386     | 10,989    | -14.59         |
| 6/10 Whole       | 0               | 0         | 0.00           | 0                    | 13,824    | 100.00         | 5,550     | 14,411    | -61.49         |
| 6/10 Wedged      | 0               | 0         | 0.00           | 0                    | 13,143    | 100.00         | 12,373    | 17,989    | -31.22         |
| 2.25 Sliced      | 45,257          | 100,980   | -55.18         | 343,070              | 546,428   | -37.22         | 205,877   | 297,902   | -30.89         |
| 4.5 Chopped      | 33,967          | 14,951    | 127.19         | 191,741              | 153,503   | 24.91          | 261,062   | 283,110   | -7.79          |

| <u>Approximate Supply in Converted Cases</u> |            |
|--|------------|
| Total Inventory                              | 4,315,853  |
| Converted Storage                            | 12,901,273 |
| Approximate Supply                           | 17,217,126 |

**Storage Report**  
**Month Ending December 31, 2007**

| Whole Canning Sizes    |            |
|------------------------|------------|
| Size                   | Tons       |
| Small                  | 16,468     |
| Medium                 | 15,799     |
| Large                  | 17,694     |
| Ex. Large              | 9,889      |
| Ex.Large Sev. "C"      | 999        |
| Jumbo                  | 3,075      |
| Colossal               | 3,132      |
| Super Colossal         | 1,298      |
| Orchard Run            | 0          |
| Total Canning          | 68,354     |
| Limited                | 14,880     |
| Total                  | 83,234     |
| Total Converted (*155) | 12,901,273 |

**Packout - Month Ending December 31, 2007**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total   | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|---------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |         |             |
| Small                  | 0         | 0           | 0       |           |            | 0       | 0           |
| Medium                 | 0         | 0           | 0       |           |            | 0       | 0           |
| Large                  | 0         | 0           | 0       |           |            | 0       | 0           |
| Ex. Large              | 0         | 0           | 0       |           |            | 0       | 0           |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 0         | 0           | 0       |           |            | 0       | 0           |
| Colossal               | 0         | 0           | 0       |           |            | 0       | 0           |
| Super Colossal         | 0         | 0           | 0       |           |            | 0       | 0           |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0       | 0           |
| Total                  | 0         | 0           | 0       |           |            | 0       |             |
| Conv. Total            | 0         | 0           | 0       |           |            |         | 0           |
| Prior Year             | 0         | 0           | 0       |           |            |         | 0           |
| <b>RIPE PITTED</b>     |           |             |         |           |            |         |             |
| Small                  | 0         | 41,519      | 0       |           |            | 41,519  | 41,519      |
| Medium                 | 12,493    | 89,509      | 0       |           |            | 102,002 | 116,107     |
| Large                  | 4,467     | 219,035     | 0       |           |            | 223,502 | 228,545     |
| Ex. Large              | 13,860    | 291,320     | 0       |           |            | 305,180 | 320,828     |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 3,158     | 0           | 0       |           |            | 3,158   | 6,723       |
| Colossal               | 717       | 0           | 0       |           |            | 717     | 1,526       |
| Sup. Colossal          | 0         | 121         | 0       |           |            | 121     | 121         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0       | 0           |
| Total                  | 34,695    | 641,504     | 0       |           |            | 676,199 |             |
| Conv. Total            | 73,866    | 641,504     | 0       |           |            |         | 715,370     |
| Prior Year             | 16,564    | 687,217     | 3,358   |           |            |         | 707,138     |
| <b>LIMITED</b>         |           |             |         |           |            |         |             |
| Segmented              | 0         | 0           | 0       | 0         | 0          | 0       | 0           |
| Sliced                 | 46,481    | 2,472       | 155,995 | 0         | 110,384    | 315,332 | 274,539     |
| Chopped                | 2,968     | 517         | 0       | 43,828    | 0          | 47,313  | 46,561      |
| Total                  | 49,449    | 2,989       | 155,995 | 43,828    | 110,384    | 362,645 |             |
| Conv. Total            | 131,068   | 4,107       | 106,701 | 33,967    | 45,257     |         | 321,100     |
| Prior Year             | 281,357   | 12,437      | 49,038  | 14,951    | 100,980    |         | 458,763     |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |         |             |
| Bkn. Pitted            | 0         | 937         |         |           |            | 937     | 937         |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0       | 0           |
| Total                  | 0         | 937         |         |           |            | 937     |             |
| Conv. Total            | 0         | 937         |         |           |            |         | 937         |
| Prior Year             | 0         | 418         |         |           |            |         | 418         |

Converted Total

1,037,407

**Cumulative Packout - Month Ending December 31, 2007**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 0           | 0       |           |            | 0         | 0           |
| Medium                 | 0         | 0           | 0       |           |            | 0         | 0           |
| Large                  | 0         | 6,007       | 0       |           |            | 6,007     | 6,007       |
| Ex. Large              | 0         | 0           | 0       |           |            | 0         | 0           |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 0         | 0           | 0       |           |            | 0         | 0           |
| Colossal               | 0         | 0           | 0       |           |            | 0         | 0           |
| Super Colossal         | 0         | 0           | 0       |           |            | 0         | 0           |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 0         | 6,007       | 0       |           |            | 6,007     |             |
| Conv. Total            | 0         | 6,007       | 0       |           |            |           | 6,007       |
| Prior Year             | 13,824    | 6,252       | 0       |           |            |           | 20,076      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 79,473    | 125,485     | 5,675   |           |            | 210,633   | 297,980     |
| Medium                 | 259,692   | 644,528     | 5,850   |           |            | 910,070   | 1,200,811   |
| Large                  | 100,485   | 810,380     | 8,538   |           |            | 919,403   | 1,029,273   |
| Ex. Large              | 161,351   | 933,672     | 0       |           |            | 1,095,023 | 1,277,188   |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 3,158     | 301         | 0       |           |            | 3,459     | 7,024       |
| Colossal               | 717       | 255         | 0       |           |            | 972       | 1,781       |
| Sup. Colossal          | 0         | 121         | 0       |           |            | 121       | 121         |
| Green Ripe Whole       | 0         | 29,946      | 0       |           |            | 29,946    | 29,946      |
| Total                  | 604,876   | 2,544,688   | 20,063  |           |            | 3,169,627 |             |
| Conv. Total            | 1,287,781 | 2,544,688   | 11,657  |           |            |           | 3,844,126   |
| Prior Year             | 319,388   | 3,671,314   | 9,149   |           |            |           | 3,999,851   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 0         | 0           | 0       | 0         | 0          | 0         | 0           |
| Sliced                 | 456,432   | 39,622      | 443,768 | 0         | 836,756    | 1,776,578 | 1,868,277   |
| Chopped                | 2,968     | 517         | 987     | 247,408   | 0          | 251,880   | 205,549     |
| Total                  | 459,400   | 40,139      | 444,755 | 247,408   | 836,756    | 2,028,458 |             |
| Conv. Total            | 1,186,692 | 47,573      | 304,751 | 191,741   | 343,070    |           | 2,073,827   |
| Prior Year             | 1,744,383 | 28,147      | 292,701 | 153,503   | 546,428    |           | 2,765,162   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 0         | 937         |         |           |            | 937       | 937         |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 0         | 937         |         |           |            | 937       |             |
| Conv. Total            | 0         | 937         |         |           |            |           | 937         |
| Prior Year             | 0         | 18,894      |         |           |            |           | 18,894      |

Converted Total

5,924,897

**Inventory - Month Ending December 31, 2007**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 0           | 0       |           |            | 0         | 0           |
| Medium                 | 0         | 394         | 0       |           |            | 394       | 394         |
| Large                  | 0         | 5,819       | 0       |           |            | 5,819     | 5,819       |
| Ex. Large              | 0         | 0           | 0       |           |            | 0         | 0           |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 2,531     | 532         | 0       |           |            | 3,063     | 5,920       |
| Colossal               | 76        | 1,947       | 0       |           |            | 2,023     | 2,109       |
| Super Colossal         | 0         | 694         | 0       |           |            | 694       | 694         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 2,607     | 9,386       | 0       |           |            | 11,993    |             |
| Conv. Total            | 5,550     | 9,386       | 0       |           |            |           | 14,936      |
| Prior Year             | 14,411    | 10,989      | 22      |           |            |           | 25,422      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 7,725     | 336,201     | 6,478   |           |            | 350,404   | 356,411     |
| Medium                 | 53,955    | 527,803     | 22,114  |           |            | 603,872   | 655,521     |
| Large                  | 14,775    | 865,609     | 32,609  |           |            | 912,993   | 916,011     |
| Ex. Large              | 31,181    | 659,768     | 0       |           |            | 690,949   | 726,152     |
| Ex. Large Sev "C"      | 11        | 0           | 0       |           |            | 11        | 23          |
| Jumbo                  | 10,595    | 69,905      | 0       |           |            | 80,500    | 92,462      |
| Colossal               | 2,317     | 53,834      | 0       |           |            | 56,151    | 58,767      |
| Sup. Colossal          | 0         | 8,761       | 0       |           |            | 8,761     | 8,761       |
| Green Ripe Whole       | 1,414     | 39,943      | 0       |           |            | 41,357    | 42,953      |
| Total                  | 121,973   | 2,561,824   | 61,201  |           |            | 2,744,998 |             |
| Conv. Total            | 259,681   | 2,561,824   | 35,558  |           |            |           | 2,857,062   |
| Prior Year             | 542,746   | 2,994,631   | 42,677  |           |            |           | 3,580,054   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 4,805     | 0           | 0       | 0         | 1,004      | 5,809     | 12,785      |
| Sliced                 | 238,427   | 44,003      | 344,754 | 0         | 502,140    | 1,129,324 | 1,107,122   |
| Chopped                | 8,424     | 746         | 703     | 336,854   | 0          | 346,727   | 295,977     |
| Total                  | 251,656   | 44,749      | 345,457 | 336,854   | 503,144    | 1,481,860 |             |
| Conv. Total            | 658,620   | 53,237      | 236,676 | 261,062   | 206,289    |           | 1,415,884   |
| Prior Year             | 1,279,435 | 49,911      | 220,061 | 283,110   | 298,150    |           | 2,130,666   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 52        | 27,860      |         |           |            | 27,912    | 27,971      |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 52        | 27,860      |         |           |            | 27,912    |             |
| Conv. Total            | 111       | 27,860      |         |           |            |           | 27,971      |
| Prior Year             | 217       | 83,059      |         |           |            |           | 83,276      |

Converted Total

4,315,853

**Sales - Month Ending December 31, 2007**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total   | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|---------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |         |             |
| Small                  | 0         | 0           | 0       |           |            | 0       | 0           |
| Medium                 | 0         | 0           | 0       |           |            | 0       | 0           |
| Large                  | 0         | 283         | 0       |           |            | 283     | 283         |
| Ex. Large              | 0         | 227         | 0       |           |            | 227     | 227         |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 577       | 0           | 0       |           |            | 577     | 1,228       |
| Colossal               | 0         | 1           | 0       |           |            | 1       | 1           |
| Super Colossal         | 0         | 136         | 0       |           |            | 136     | 136         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0       | 0           |
| Total                  | 577       | 647         | 0       |           |            | 1,224   |             |
| Conv. Total            | 1,228     | 647         | 0       |           |            |         | 1,875       |
| Prior Year             | 1,635     | 1,276       | 0       |           |            |         | 2,911       |
| <b>RIPE PITTED</b>     |           |             |         |           |            |         |             |
| Small                  | 156       | 78,648      | 880     |           |            | 79,684  | 79,491      |
| Medium                 | 13,734    | 185,489     | 1,639   |           |            | 200,862 | 215,681     |
| Large                  | 2,983     | 279,537     | 1,451   |           |            | 283,971 | 286,731     |
| Ex. Large              | 4,256     | 118,720     | 0       |           |            | 122,976 | 127,781     |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0       | 0           |
| Jumbo                  | 1,762     | 40,777      | 0       |           |            | 42,539  | 44,528      |
| Colossal               | 618       | 11,115      | 0       |           |            | 11,733  | 12,431      |
| Sup. Colossal          | 0         | 1,854       | 0       |           |            | 1,854   | 1,854       |
| Green Ripe Whole       | 0         | 3,584       | 0       |           |            | 3,584   | 3,584       |
| Total                  | 23,509    | 719,724     | 3,970   |           |            | 747,203 |             |
| Conv. Total            | 50,051    | 719,724     | 2,307   |           |            |         | 772,081     |
| Prior Year             | 99,733    | 722,735     | 2,353   |           |            |         | 824,821     |
| <b>LIMITED</b>         |           |             |         |           |            |         |             |
| Segmented              | 1,717     | 0           | 0       | 0         | 600        | 2,317   | 4,667       |
| Sliced                 | 84,462    | 9,166       | 67,294  | 0         | 130,635    | 291,557 | 327,803     |
| Chopped                | 1,212     | 0           | 51      | 40,386    | 0          | 41,649  | 36,009      |
| Total                  | 87,391    | 9,166       | 67,345  | 40,386    | 131,235    | 335,523 |             |
| Conv. Total            | 226,558   | 10,724      | 46,092  | 31,299    | 53,806     |         | 368,479     |
| Prior Year             | 313,296   | 6,698       | 47,490  | 34,242    | 59,013     |         | 460,739     |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |         |             |
| Bkn. Pitted            | 16        | 5,763       |         |           |            | 5,779   | 5,797       |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0       | 0           |
| Total                  | 16        | 5,763       |         |           |            | 5,779   |             |
| Conv. Total            | 34        | 5,763       |         |           |            |         | 5,797       |
| Prior Year             | 60        | 11,711      |         |           |            |         | 11,771      |

Converted Total

1,148,233

**Cumulative Sales - Month Ending December 31, 2007**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 102         | 0       |           |            | 102       | 102         |
| Medium                 | 0         | 1,375       | 0       |           |            | 1,375     | 1,375       |
| Large                  | 0         | 2,713       | 0       |           |            | 2,713     | 2,713       |
| Ex. Large              | 0         | 227         | 0       |           |            | 227       | 227         |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 1,644     | 998         | 0       |           |            | 2,642     | 4,498       |
| Colossal               | 178       | 895         | 0       |           |            | 1,073     | 1,274       |
| Super Colossal         | 0         | 327         | 0       |           |            | 327       | 327         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 1,822     | 6,637       | 0       |           |            | 8,459     |             |
| Conv. Total            | 3,879     | 6,637       | 0       |           |            |           | 10,516      |
| Prior Year             | 6,330     | 8,590       | 0       |           |            |           | 14,920      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 1,731     | 378,890     | 6,320   |           |            | 386,941   | 386,247     |
| Medium                 | 65,730    | 1,204,318   | 8,562   |           |            | 1,278,610 | 1,349,232   |
| Large                  | 16,024    | 1,384,603   | 10,186  |           |            | 1,410,813 | 1,424,636   |
| Ex. Large              | 36,044    | 474,538     | 0       |           |            | 510,582   | 551,276     |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 8,460     | 228,134     | 0       |           |            | 236,594   | 246,145     |
| Colossal               | 2,885     | 54,732      | 0       |           |            | 57,617    | 60,874      |
| Sup. Colossal          | 0         | 9,279       | 0       |           |            | 9,279     | 9,279       |
| Green Ripe Whole       | 0         | 19,506      | 0       |           |            | 19,506    | 19,506      |
| Total                  | 130,874   | 3,754,000   | 25,068  |           |            | 3,909,942 |             |
| Conv. Total            | 278,631   | 3,754,000   | 14,565  |           |            |           | 4,047,195   |
| Prior Year             | 467,022   | 3,896,251   | 13,537  |           |            |           | 4,376,809   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 8,954     | 0           | 0       | 0         | 2,000      | 10,954    | 23,877      |
| Sliced                 | 448,453   | 45,213      | 410,712 | 0         | 896,182    | 1,800,560 | 1,856,027   |
| Chopped                | 5,106     | 680         | 1,921   | 214,928   | 0          | 222,635   | 190,106     |
| Total                  | 462,513   | 45,893      | 412,633 | 214,928   | 898,182    | 2,034,149 |             |
| Conv. Total            | 1,197,399 | 54,497      | 283,290 | 166,569   | 368,255    |           | 2,070,010   |
| Prior Year             | 1,535,004 | 47,809      | 282,227 | 158,818   | 374,070    |           | 2,397,929   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 84        | 31,327      |         |           |            | 31,411    | 31,506      |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 84        | 31,327      |         |           |            | 31,411    |             |
| Conv. Total            | 179       | 31,327      |         |           |            |           | 31,506      |
| Prior Year             | 226       | 40,539      |         |           |            |           | 40,765      |

Converted Total

6,159,227

**Consecutive Sales - 12 Months Month Ending December 31, 2007**

| Item                   | 6 No. 10s | 24 No. 300s | 24 Buff | 24 4.5 oz | 24 2.25 oz | Total     | Conv. Total |
|------------------------|-----------|-------------|---------|-----------|------------|-----------|-------------|
| <b>RIPE WHOLE</b>      |           |             |         |           |            |           |             |
| Small                  | 0         | 102         | 0       |           |            | 102       | 102         |
| Medium                 | 0         | 1,857       | 0       |           |            | 1,857     | 1,857       |
| Large                  | 0         | 5,182       | 0       |           |            | 5,182     | 5,182       |
| Ex. Large              | 0         | 227         | 0       |           |            | 227       | 227         |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 3,668     | 2,182       | 0       |           |            | 5,850     | 9,991       |
| Colossal               | 367       | 1,553       | 0       |           |            | 1,920     | 2,334       |
| Super Colossal         | 0         | 465         | 0       |           |            | 465       | 465         |
| Green Ripe Whole       | 0         | 0           | 0       |           |            | 0         | 0           |
| Total                  | 4,035     | 11,568      | 0       |           |            | 15,603    |             |
| Conv. Total            | 8,591     | 11,568      | 0       |           |            |           | 20,159      |
| Prior Year             | 14,335    | 15,592      | 13      |           |            |           | 29,939      |
| <b>RIPE PITTED</b>     |           |             |         |           |            |           |             |
| Small                  | 5,104     | 759,748     | 12,136  |           |            | 776,988   | 777,665     |
| Medium                 | 172,992   | 2,236,874   | 22,529  |           |            | 2,432,395 | 2,618,263   |
| Large                  | 53,656    | 2,742,431   | 20,578  |           |            | 2,816,665 | 2,868,620   |
| Ex. Large              | 128,902   | 993,520     | 0       |           |            | 1,122,422 | 1,267,952   |
| Ex. Large Sev "C"      | 0         | 0           | 0       |           |            | 0         | 0           |
| Jumbo                  | 30,814    | 481,669     | 0       |           |            | 512,483   | 547,272     |
| Colossal               | 7,556     | 117,889     | 0       |           |            | 125,445   | 133,976     |
| Sup. Colossal          | 0         | 21,972      | 0       |           |            | 21,972    | 21,972      |
| Green Ripe Whole       | 994       | 34,135      | 0       |           |            | 35,129    | 36,251      |
| Total                  | 400,018   | 7,388,238   | 55,243  |           |            | 7,843,499 |             |
| Conv. Total            | 851,638   | 7,388,238   | 32,096  |           |            |           | 8,271,973   |
| Prior Year             | 1,109,139 | 7,839,782   | 34,578  |           |            |           | 8,983,499   |
| <b>LIMITED</b>         |           |             |         |           |            |           |             |
| Segmented              | 21,566    | 0           | 0       | 0         | 5,400      | 26,966    | 57,746      |
| Sliced                 | 1,122,896 | 102,241     | 969,442 | 0         | 2,211,156  | 4,405,735 | 4,580,751   |
| Chopped                | 11,693    | 1,435       | 4,004   | 476,784   | 0          | 493,916   | 422,636     |
| Total                  | 1,156,155 | 103,676     | 973,446 | 476,784   | 2,216,556  | 4,926,617 |             |
| Conv. Total            | 2,991,821 | 122,994     | 668,023 | 369,508   | 908,788    |           | 5,061,134   |
| Prior Year             | 3,609,849 | 123,725     | 670,502 | 369,706   | 903,818    |           | 5,677,599   |
| <b>BROKEN PITTED</b>   |           |             |         |           |            |           |             |
| Bkn. Pitted            | 290       | 62,472      |         |           |            | 62,762    | 63,089      |
| Bkn. Pitted Green Ripe | 0         | 0           |         |           |            | 0         | 0           |
| Total                  | 290       | 62,472      |         |           |            | 62,762    |             |
| Conv. Total            | 617       | 62,472      |         |           |            |           | 63,089      |
| Prior Year             | 634       | 60,146      |         |           |            |           | 60,780      |

Converted Total

13,416,354